

## **CURRICULUM VITAE**

B-40, Shantipuram  
Delapeer, Bareilly, U.P.-243122  
Mobile: +91-8881118919  
Email: [sgshubhamgupta044@gmail.com](mailto:sgshubhamgupta044@gmail.com)

### **Shubham Gupta**

#### **CAREER OBJECTIVE**

- To reinforce my role as a responsible member of organization and pursue an intellectual and challenging career in Sales & Marketing, Customer Support Management, Business Development with a growth oriented organization.

#### **PROFILE SUMMARY**

- Over 1.5 Year of experience in Sales, Team Management, and Business Development.
- Resourceful at managing dealers for enabling greater market penetration.
- Highly competitive, self-starter and goal oriented professional with experience in sales operations.
- Adept at handling sales and marketing operations to stimulate sales growth and realize organizational objectives.
- An effective communicator with good relationship building & interpersonal skills & organizational abilities.
- Marketing for new Product – awareness for Product throw Media & activities
- Work on Brand promotion activity Like – Roadshow, customer meet, Kissan Ghosti Etc

#### **AREA OF EXPOSURE**

- Sales & Marketing.
- Business Development.
- Team Management.
- Market Coverage-physical coverage & effective coverage.

#### **OCCUPATIONAL CONTOUR**

#### **CURRENT JOB PROFILE:-**

- Joined INTERNATIONAL TRACTORS LTD as a FIELD OFFICER in APRIL-2018.
- Currently working as FIELD OFFICER SINCE APRIL 2018.

### **KEY RESPONSIBILITIES:-**

- Dealership Handling and responsible to achieve Dealership's Billing, Delivery and Retail Targets.
- To achieve Target Tractor vol. with new product sales vol. in all area and each dealerships,
- Responsible for improvement of whole Territory with respective dealership and each segment, Strengthen the distribution network.
- Activity planning and execution as per requirement and business development through all process Implementation as per company norms.
- Collect the information about competitors and provide regular product training to all sales staff which helps him to product selling in the market.
- Currently handling 5 no. of DEALERS in BAREILLY and PILIBHIT

### **KEY ACHEIVMENTS:-**

- Increased market share by 2.72% in assigned territory.
- Added 5 salesman in assigned territory.
- Identified 1 Sub dealer at Bisalpur.

### **EXPERIENCE:-**

- Worked with **Control Print Pvt Ltd** as **service engineer** based at **Gwalior** since 1<sup>st</sup> Sep to 30<sup>th</sup> Nov.

### **Company profile:-**

**Control Print limited** is an Indian Industrial Printer manufacturer. It is certified by ISO 9001:2008. It has over 25 years of operational experience in the Indian coding and marking industry

- Worked with **Degania Medical Devices (P) Ltd.** as **OJT** in maintenance department from Feb' 2017 to August 2017.

### **Company profile:-**

**Degania Medical Devices (Catheter specialist)** is the group of Q holding USA Company. It is certified with ISO 9001:2008, ISO 13485:2016, ISO 14001:2004, 21CFR Part 820 and QMS Ordinance 169, 2004. It is 100% Export Oriented Unit. It manufactures different type of medical devices for JOHNSON & JOHNSON, ETHICON, COVIDIEN, and MEDLINE ARTHESYS & Etc.

### **ACADEMIC QUALIFICATION**

- High School from U.P. Board in 2010 with Ist Division.
- Intermediate from U.P. Board in 2012 with Ist Division.

### **TECHNICAL QUALIFICATION**

- B.Tech in mechanical engineering with 79% marks in 2017 from Invertis University Bareilly.

## COMPUTER SKILLS

- Working Knowledge of all MS **Window application software**.
- Having a Diploma in Computer Application (Basic Computer & D.T.P.) in 2008 from New Delhi.
- CREO 3.0

## INDUSTRIAL TRAINING

- Attended 4 weeks Summer Training at **BAJAJ AUTO LTD.** Panthnagar.
- Attended 4 weeks summer training at **RADICO KHAITAN LTD.** Rampur.

## CURRENT CTC:-

- 1.95 Lacs Including Variables.
- Expected-Negotiable

## STRENGTH & ABILITIES:

- Learning and organizing skills matched with the ability to manage stress and people.
- Excellent motivational and organizational skills.
- Dedicated to creating an atmosphere of respect and acceptance.
- To give 100% result always with positive attitude, Challenge Acceptor, Honest to my responsibilities.

## PERSONAL PARTICULARS

Date of Birth	18.02.1994
Sex	Male
Marital Status	Single
Languages Known	English & Hindi
Hobbies	To establish friendship, Reading Automobiles & Current affairs Magazines

## DECLARATION:-

I certify that information's furnished above are correct and complete to the best of my Knowledge and better and I bear the responsibility for the correctness of the above-mentioned particulars.

**DATE:**

**PLACE:**

**(Shubham Gupta)**